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Automotive News

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Slick Opel

Rekord replacement in works

Happy with the aerodynamic redesign of its Kadett, Adam Opel will next apply its wind-tunnel-honed look to the midsize sedan that will replace the Rekord in Europe. When the car is launched in August, 1986, it will feature 4-cylinder gasoline and diesel engines powering the rear wheels. A 6-cylinder engine and four-wheel drive are expected later.

Pontiac plant may corral plastic Camaro, Firebird

By Michelle Krebs
Financial Editor

General Motors is considering only one large manufacturing facility for its next-generation of Pontiac Firebird and Chevrolet Camaro models, which are due in 1989 or 1990. That manufacturing center is likely to be in Pontiac.

Sources say GM is evaluating whether it should have one large manufacturing facility for the new models or two medium-size plants.

The Firebird and Camaro, known as GM F-bodies, are now assembled by two plants—one in Van Nuys, Calif., and another in Norwood, O.

GM officials won't comment, saying it's too early to speculate since its is an end-of-the-decade car program.

Whatever the decision on the number of plants, sources say Pontiac has been selected as one of the sites and perhaps the only one.

The move would require renovation of the facility where the rear-wheel-drive Buick Regal and Oldsmobile Cutlass Supreme now are assembled. GM recently announced it would lay off 533 workers at the plant because of reduced demand for Regal V-8s. The rear-drive models were to be discontinued two years ago but were not.

Sources say Pontiac is an ideal candidate for the next-generation Firebird/Camaro line, codenamed GM30, because of its central Midwest location, proximity to suppliers—particularly suppliers of plastic composites—and its high-quality workforce.

The move of Firebird/Camaro production to Pontiac also would make the Pontiac complex the center of plastic body technology. The next Firebird/Camaro will have plastic body panels hung on a steel space frame, similar to the Pontiac Fiero, which is assembled at the same complex. It has yet to be decided if the new Firebird and Camaro will be 1989 or 1990 models.

GM executives reportedly have given verbal approval to suppliers of plastic panels.

One of the principal suppliers is Eagle Picher Co. An Eagle Picher executive has been reported as saying he is "90 percent sure" GM would move Firebird/Camaro assembly to Pontiac from Norwood.

The move means the prospects for the Norwood and Van Nuys plants are unclear.

Van Nuys is the last assembly plant operated on the West Coast by a domestic manufacturer. GM and Ford Motor Co. have closed three others since 1981. A fourth in Fremont, Calif., was closed and reopened as the GM-Toyota joint-venture plant.

In recent months, GM has experienced serious problems with the EPA and California officials concerning air pollution.

The EPA has cited the Van Nuys plant a number of times since last

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Enthusiasm is lacking for tax-reform bill

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—The latest version of tax reform produced by the House Ways and Means Committee has met with a lukewarm reception from the nation's auto makers.

The bill, which the tax writers put together after two months of

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closed sessions, lowers overall corporate tax rates to 36 percent from the current 46 percent. But actual taxes paid by corporations may be higher because the bill also cuts back and eliminates many business deductions of importance to manufacturing industries and U.S.-based multinational corporations.

General Motors, which has been an enthusiastic backer of tax revision, issued a statement saying, "We have consistently supported fundamental tax reform which would provide for lower rates applied to a broader tax base. A great deal has been accomplished in the current effort to reform our archaic and inequitable tax system."

But, GM continued, "Unfortunately, the results so far have not met the necessary goal of lower rates."

The company did not abandon the tax rewrite effort, however. "Perhaps there is a way to make the changes necessary for support either in the House as it completes action, or in the Senate," GM said.

Neither Ford Motor Co. nor Chrysler Corp. issued a formal

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Jeep CJ-7 production will end in January

By Richard Johnson
Detroit Reporter

American Motors will cease production of its venerable Jeep CJ-7 model late next month and will launch the new YJ replacement in May, according to AMC President Jose Dedeurwaerder.

In an interview with Automotive News last week, Dedeurwaerder confirmed the late January phaseout of the CJ-7 at the company's Jeep assembly operations in Toledo. He said AMC will begin building the YJ at the Brampton (Ont.) assembly plant in early February.

AMC has revealed little about the new Jeep, but Dedeurwaerder said last week that "it has some of the features of the Cherokee and Wagoneer that have been so popular."

Sources have described the new Jeep as a lower, wider and more stylish outgrowth of the open-bodied CJ model. Dedeurwaerder projected annual YJ sales volume of "around 30,000."

The CJ model grew out of the famous World War II four-wheel-drive military vehicle, designed by Willys Corp. The name "Jeep" apparently evolved from the military acronym GP, for "general purpose" vehicle. Willys copyrighted "Jeep" after the war and quickly introduced the CJ-2A model for civilian use.

The CJ-5 model was introduced in 1954 and the CJ-7, which offered automatic transmission, debuted as a 1976 model.

About 1.5 million CJ models have been produced for civilian use since the war. The peak year for the CJ was 1978, when sales reached 76,628.

AMC reported sales of 39,547 CJ-7 models in 1984. Through October of this year, 31,974 CJs had been sold, down from 35,774 in the same period last year.

The CJ has been the subject of controversy in recent years due to

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In era of multinationals, German auto maker thrives and savors its position

Cross BMW off the merger list; it likes its independence

By Richard Feast
European Editor

MUNICH.—Never a year goes by without the rumor mill grinding out some story or other concerning the imminent demise of BMW, its takeover by another company or even its takeover of another company.

Yet, BMW has steadfastly maintained that it wants to remain its own boss and carry on doing what it does best—making high-quality automobiles that find a ready market throughout the world.

Thus while talk of takeovers by Siemens or General Motors, or of a merger with MAN or Messerschmitt-Boelkow-Blohm (MBB), continues, BMW can reflect on more than a decade of consistent growth and continued profitability.

"We are quite happy as we are," reports Chairman Eberhard von Kuenheim.

News Analysis

Why is it that BMW is always the center of speculation when it comes to the grand view of the future structure of the automobile industry?

For a start, it does not fit into a neat category. In volume, it is neither a Ferrari nor a Ford. It has avoided collaboration; it has no multinational protection; its industrial base is a narrow one of up-market cars and a few motorcycles and marine engines, and it has practically ignored the diversification policies of others.

The conventional wisdom of the day says such a company should not exist—let alone go from strength to strength.

Last year's volume was an unprecedented 432,000, a level at which companies like Austin Rover and Citroen are unprofitable. Tiny volumes like Morgan's, small volumes like Jaguar's and big numbers like GM's—those are the hallmarks of business success, not middling numbers from a narrow-base company.

There has been precious little collaboration with other auto makers; joint projects with ZF and Bosch are commonplace across the industry. And yet, even a company with a strong image like Honda has seen fit to join forces with Austin Rover. It is the same for Saab and Lancia, for Alfa Romeo and Nissan. But a BMW is a BMW.

Unlike Audi or Lancia—or even Ferrari—it has no protection from an international group with huge business and financial clout. There are no possibilities to share even low-cost items like door handles or turn indicators, let alone major suspension or powertrain items.

BMW's health stems from one main platform: Cars that cost a cut above the rest. It is a good market to be in, one that has con-

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breaking news

Nissan boosts prices $400

CARSON, Calif.—Nissan Motor Corp, U.S.A., has increased its car and truck prices an average of $400, or 4 percent, because of the stengthening of the Japanese yen relative to the dollar. The boost is effective today (Dec. 2). This is Nissan's second price increase of the 1986 model year. Earlier, it raised its car prices in the U.S. an average of $164, or 1.3 percent. Mitsubishi Motor Sales of America has also increased prices. Stickers of most Mitsubishi cars went up $80 to $260, effective last week. Other Japanese makers are expected to join the round of price hikes because of the dollar-yen change (story on Page 2).

NEWSPAPER

Ford Laser for Australia

New styling features on Ford of Australia's Laser include frameless flush headlights, turn indicators and taillights integrated with adjacent sheet metal, new air inlet replacing the traditional radiator grille, wraparound bumpers integrated into bodyside sheet metal and flush door handles.

Total is down for 5th consecutive 10-day period

Mid-November sales dive 18 pct.

By Jenny L. King
Detroit Reporter

Rumors of late-year consumer incentives abound, but domestic sales continue to flag, and dealers couldn't greet Thanksgiving with the same gusto as they did a year ago.

In mid-November, domestic new-car sales were down for the fifth consecutive period. The sag followed exaggerated sales returns from low-interest-rate loans available in August and September.

The Nov. 11-20 total was off 18.15 percent from last year's, and it was down 27.24 percent on a daily-rate basis. There were nine selling days this year versus eight in 1984.

Domestic dealers reported mid-month sales of 184,327 new passenger cars, down some 40,000 units from 225,196 a year earlier. The daily rates were 20,481 versus 28,150.

The total was up 25.42 percent from 146,969 the first 10 days of the month, and although it was down from 1984, it was up slightly from 174,861 in 1983.

Year-to-date sales totaled 7,461,736, up 3.58 percent from 7,204,124 a year earlier.

Looking at individual makers, there were favorable reports from Volkswagen and Honda. VW said its dealers delivered 2,306 new Golfs in the period, an increase of 75.76 percent over 1,312 for the same period a year ago (and up 56.10 percent daily rate). Honda was up 16.49 percent, to 4,302 from 3,693 (up 3.46 percent daily rate).

General Motors was down 18.23 percent, to 102,614 from 125,495 (down 27.31 percent daily rate). Ford Motor Co. tumbled 22.01 percent, to 47,236 from 60,568 (down 30.68 percent daily rate). Chrysler Corp. was off 20.87 percent, to 23,285 from 29,428 (down 29.67 percent daily rate).

American Motors plunged 51.06 percent to estimated sales of 2,300 from 4,700 a year earlier (down 56.38 percent daily rate), and Nissan mid-month sales totaled 2,284.

The market in the period was divided in this manner: GM had 55.67 percent, Ford had 25.63 percent, Chrysler had 12.63 percent, AMC had 1.25 percent, VW had 1.25 percent, Honda had 2.33 percent and Nissan had 1.24 percent.

A year earlier, GM had 55.73 percent, Ford had 26.89 percent, Chrysler had 13.07 percent, AMC had 2.09 percent, VW had 0.58 percent and Honda had 1.64 percent.

Again, only VW and Honda were up in year-to-year sales by make. Plymouth was down 29.90 percent, Chrysler was down 10.31 percent and Dodge was off 22.83 percent. Ford missed by 19.73 percent, Mercury was down 33.66 percent and Lincoln dropped 1.43 percent.

Buick dipped 30.13 percent, Cadillac was off 22.86 percent, Chevrolet was down 14.12 percent, Oldsmobile skidded 23.99 percent and Pontiac missed by 1.05 percent. AMC was off an estimated 42.86 percent and Renault Alliance/Encore sales dropped 52.50 percent.

Ford's subcompact Escort was the top-selling nameplate in the mid-month period with 12,668 units. It was followed by Chevrolet Celebrity at 9,572, Chevrolet Cavalier at 8,710, Oldsmobile Cutlass Ciera at 6,879 and Ford Tempo at 6,418.

DOMESTIC SALES

	Nov. 11-20, 1985	Nov. 11-20, 1984
Renault Alliance-Encore	1,900†	4,000†
AMC	400†	700†
AMERICAN MOTORS	2,300†	4,700†
Chrysler	8,614	9,604
Plymouth	6,217	8,869
Dodge	8,454	10,955
CHRYSLER CORP.	23,285	29,428
Ford	31,708	39,501
Mercury	10,781	16,251
Lincoln	4,747	4,816
FORD MOTOR CO.	47,236	60,568
Buick	18,121	25,934
Cadillac	7,183	9,312
Chevrolet	35,865	41,713
Oldsmobile	21,624	28,448
Pontiac	19,878	20,088
GENERAL MOTORS	102,614	125,495
VOLKSWAGEN	2,306	1,312
HONDA	4,302	3,693
NISSAN	2,284	0
U.S. INDUSTRY TOTAL	184,327	225,196

†—Estimate

Bill introduced to thwart reduction of U.S. content

Ford under fire on CAFE plan

By Geoff Sundstrom
Washington Reporter

WASHINGTON—Ford Motor Co.'s announcement that it may reduce U.S. content in some of its less-fuel-efficient models if U.S. CAFE requirements are not eased has been answered by an irate Democratic congressman from California.

Rep. Fortney H. (Pete) Stark, who fought against reductions in the CAFE standard last summer,

Related story on Page 21

has introduced a bill that would force Ford—or any other auto maker seeking to avoid CAFE requirements by building lower-MPG cars overseas—to pay a tax on imports equal to any CAFE penalties that are avoided.

Stark's bill would "amend the gas-guzzler tax so that any imports produced by or for American corporations, which would exceed the total number produced by any of those corporations for the year ending Nov. 1, 1985, which would violate the gas-guzzler restrictions, would be subject to an additional tax equal to the penalty they would have to pay under the CAFE standards."

According to EPA, the 1986 Crown Victoria and Grand Marquis are not subject to the gas-guzzler tax.

Stark's bill was introduced after Ford advised NHTSA that it may have to move production of 25 percent of its Crown Victoria/Grand Marquis parts to foreign sources. The move would exempt those cars from U.S. fuel-economy penalties, since Ford could average those low MPG numbers into its import fleet, for which it enjoys credits.

A Ford spokesman said that the announcement was not meant as a threat, but as one of several options the company could pursue to bring itself into compliance with the CAFE law. The company is required by that law to present a plan to NHTSA indicating how it intends to meet future standards.

Stark read Ford's intentions differently, however, saying, "With this threat, Ford has essentially told the American people that the size of its bottom line is more important to America than are jobs in the auto industry, industrial competitiveness, energy conservation efforts and the long-term interests of the entire citizenry."

Ford said it viewed the contingency plan as the "least offensive option" both for American workers and for American consumers who wish to purchase a larger vehicle.

Stark said his bill imposes no additional penalties on the auto companies, "it merely forces them to obey the laws Congress has set."

He observed that the CAFE standards were established in response to the Arab oil embargoes and the resulting energy crises in the U.S. They were created primarily for for a better national energy conservation policy and to ease American dependence on foreign oil, he said. Last year, a third of the oil consumed in this country was imported, and this is expected to rise to 40 percent in the next four years.

Both Ford and GM argue that the fuel efficiency of even their largest cars has improved considerably in the past few years.

Stark said, "It's outrageous that the Administration agreed to change the law for Ford and General Motors in the first place. Now, for Ford to further threaten this country in order to secure the rollback for a longer period of time is nothing short of a crime."

He continued, "Ford was given a gift and they are essentially saying they deserve more."

Five-year pact freezes pay, cuts COLA

Foundry firm gets labor break

By Mary Connelly
Detroit Reporter

An Illinois automotive supplier has negotiated a five-year labor contract containing significant financial concessions to stem the flow of work to offshore foundries.

Wagner Castings Co., Decatur, Ill., which supplies tons of castings annually to the automotive industry, said the new contract calls for a five-year wage freeze, lower wage rates for new hires, elimination of two paid holidays and a $1-per-hour cut in the cost-of-living allowance.

The contract, which covers 850 members of Local 728 of the Allied Industrial Workers, is the basis of a renewed attempt to obtain long-term competitive supply contracts, said Donald C. Lawson, Wagner manufacturing vice president.

Wagner Castings anticipates sales of $65 million in 1985, down from $100 million in 1984, Lawson said. Eagner is one of the largest independent producers of iron castings in the U.S., and about 70 percent of its sales are made to General Motors, Ford Motor Co. and Chrysler Corp.

Foundries in Japan, Taiwan, South Korea, Brazil and South America have captured sales from the American company because of lower wage rates, Lawson said. Competitors also include non-union domestic companies and unionized domestic foundries with lower labor costs.

"Where we're really getting clobbered is offshore," he said, adding that the new labor agreement is designed to "put the company back on track competing with offshore producers of castings."

A local union official said the union agreed to the concessions to save jobs and to limit the amount of work Wagner has been outsourcing outside the foundry since January. David Gilpin, president of Local 728, said about 300 of the union's members are now laid off.

The company's two foundries have been operating at about 60 percent of capacity and working

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60th year—No. 5103

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NADA ad campaign begins on cable TV

By Edward Lapham
Marketing Editor

NADA's first TV spots began airing on selected cable channels during the Thanksgiving holiday weekend.

Two spots, the first-ever NADA televised commercials, were run 179 times during the four-day weekend as a market test on ESPN, CNN and CNNH.

Several years ago, NADA's only other national ad campaign ran on the NBC Radio Network.

This campaign's first message, a 60-second spot dubbed "This Man," shows a white-haired "dealer" in a camel sport coat, white shirt and yuppie-yellow tie seated at a desk, doing paperwork.

"Since 1975, this businessman has survived two recessions, two energy crises, interest rates of 21 percent and constant changes in law dictating the way he does business," the voiceover begins.

The announcer then highlights the business statistics—including employment of 779,800 and a $15.4-billion payroll—and talks about the local and community contributions of "this man."

At the end of the commercial, the voiceover says, "Oh, by the way, this man is your franchised new-car and truck dealer."

The spot ends with the NADA logo and the tagline, "Responsible Citizens of America."

The other message, a 30-second spot dubbed "Mechanic," features a real dealership mechanic, not a Mr. Goodwrench-type actor, getting up from under the hood of a car and wiping his hands on a shop towel.

"I'm a technician," the mechanic begins. He explains that both he and his boss, who is a member of NADA, are dedicated to excellence and that the dealer spends thousands of dollars each year for training and equipment to improve service operations.

The mechanic finishes by saying the franchised new-car and truck dealership is the place to go "for all your transportation needs."

Like "This Man," the "Mechanic" closes with the logo and citizenship tagline.

The two spots were developed and produced by Albuquerque-based Competitive Edge as a test for a proposed "on-going, 12-month marketing plan."

Lee Galles, CE chairman, said the 30-second "Mechanic" spot ran 80 times and the 60-second "This Man" spot ran 43 times during the four-day weekend test, generating more than 39 million gross cable household impressions.

"The dealers were totally, overwhelmingly in acceptance of it," Galles said. "We should get a pretty good feel for how the consumer reacted."

IMPORT REGISTRATION SHARES IN U.S.

	SEPTEMBER						NINE MONTHS				
	Regis., September 1985	Percent Share of Market	Regis., September 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84		Regis., 9 mos. 1985	Percent Share of Market	Regis., 9 mos. 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Nissan	59,886	21.80	43,743	18.93	+2.87	Toyota	420,411	19.48	378,030	20.09	−0.61
Toyota	54,754	19.93	49,892	21.59	−1.66	Nissan	413,118	19.14	358,638	19.06	+0.08
Honda	42,506	15.47	45,373	19.64	−4.17	Honda	398,537	18.46	366,940	19.51	−1.05
Mazda	20,121	7.32	16,100	6.97	+0.35	VW	143,859	6.66	123,066	6.54	+0.12
VW	18,761	6.83	12,257	5.31	+1.52	Mazda	139,233	6.45	121,484	6.46	−0.01
Subaru	15,716	5.72	13,814	5.98	−0.26	Subaru	117,113	5.42	108,580	5.77	−0.35
Volvo	8,635	3.14	7,434	3.22	−0.08	Volvo	79,891	3.70	75,249	4.00	−0.30
BMW	7,827	2.85	5,572	2.41	+0.44	Mercedes	66,773	3.09	55,090	2.93	+0.16
Mercedes	6,906	2.51	6,097	2.64	−0.13	BMW	66,434	3.08	51,114	2.72	+0.36
Audi	6,094	2.22	5,757	2.49	−0.27	Audi	57,775	2.68	51,585	2.74	−0.06
Others	33,563	12.21	24,990	10.82	+1.39	Others	255,690	11.84	191,542	10.18	+1.66
TOTAL	274,769		231,029			TOTAL	2,158,834		1,881,318		
Share of U.S. Total		24.87		26.42	−1.55	Share of U.S. Total		26.20		24.61	+1.59

1984 numbers for New York State and Oklahoma, and Oklahoma, 1985, from manufacturers' sales records.

Falls below 25 pct. in September as incentives boost domestics

Import market share declines

By Jenny L. King
Detroit Reporter

Incentives-based record sales of U.S.-built passengers cars in September pushed imports down to less than 25 percent of the total market, although their year-to-date share remained healthy, at 26.20 percent.

Import registrations were up 18.93 percent for the month in a year-to-year comparison. Domestics left them in the dust with a 29.21-percent increase.

Based on figures from R.L. Polk & Co., September import registrations totaled 274,769, up 18.93 percent from 231,029 in 1984.

Their 24.87-percent share of the month's market was down from 26.42 percent a year earlier and was a plunge of nearly six percentage points from 30.62 percent in August, 1985.

Nissan, with record passenger-car sales in September and a plant in the U.S. adding to its monthly total, climbed over Honda and Toyota into first place this year. Its total of 59,886 was up some 16,000 units from 43,743 a year earlier and earned Nissan an additional 2.87 percentage points in the import market.

Second-place Toyota was up 5,000 units but lost 1.66 percentage points in its share of the import market, dropping to 19.93 percent from 21.59 percent.

Honda was third with 15.47 percent of the market, down from 19.64 percent a year ago. Honda's domestic sales, which are included in the import registrations number, have been leveling off to the point of sagging this year, and its import numbers have remained steady in a generally burgeoning market. The result was a rather dramatic drop in share of the market.

Volkswagen, another domestic-import entry, moved into fifth place following Mazda. Subaru dropped into sixth. Volvo held on to seventh, and BMW jumped into eighth from 10th position a year earlier. Mercedes-Benz was ninth and Audi was 10th.

The top 10 imports claimed 87.79 percent of the September import market this year compared with 89.18 percent in 1984.

Import registrations for the first nine months of the current calendar year were up 14.75 percent, to 2,158,834 from 1,881,318. Their share of the overall market remained well above that of 1984: 26.20 percent versus 24.61 percent.

Major changes in positions among the top 10 included Nissan pushing Honda out of second place and BMW moving up to ninth from 10th place. Nissan gained 0.08 percent points over the long haul, VW was up 0.12 percentage points, Mercedes was up 0.16 percentage points and BMW was up 0.36 percentage points.

Ten makes had 88.16 percent of the import market through September, down from 89.82 percent in 1984.

Japan's share of the September total slipped to 72.99 percent from 74.41 percent a year earlier. Cars from West Germany represented 13.00 percent, up from 10.72 percent. U.S.-assembled imports claimed 8.12 percent, up from 8.09 percent and Swedish imports had 4.36 percent, up from 4.26 percent.

Totals from countries of origin this September versus September, 1984, were:

	Sept. 1985	Sept. 1984
Japan	200,551	171,906
W. Germany	35,724	24,758
United States	22,320	18,686
Sweden	11,989	9,846
France	2,038	2,824
Great Britain	1,319	2,233
Italy	590	742
Yugoslavia	238	0
Ireland	0	34
TOTAL	274,769	231,029

During the first nine months of this year, Japanese-built passenger cars accounted for 70.76 percent of the market, down from 71.75 percent in 1984. German products were up to 13.94 percent from 12.55 percent. U.S.-built cars accounted for 8.39 percent, up from 8.11 percent, and cars from Sweden claimed 5.11 percent, down from 5.33 percent. Totals were as follows:

	9 Mos. 1985	9 Mos. 1984
Japan	1,527,560	1,349,858
W. Germany	301,046	236,099
United States	181,210	152,581
Sweden	110,230	100,348
France	1,528	23,740
Great Britain	14,620	13,344
Italy	5,382	5,046
Yugoslavia	238	0
Ireland	0	302
TOTAL	2,158,834	1,881,318

Registrations of new imported trucks were up 20.95 percent in September, to 89,134 from 73,696 last year. Totals from the major makers were:

	Sept. 1985	Sept. 1984
Toyota	32,897	33,262
Nissan	26,453	14,817
Mazda	10,592	10,852
Isuzu	7,557	—
Dodge Ram 50	—	5,434
Others	11,635	9,331
TOTAL	89,134	73,696

Imported-truck registrations numbered 717,989 for the first nine months of the year, up 30.56 percent from 549,936. The breakout:

	9 Mos. 1985	9 Mos. 1984
Toyota	277,984	213,967
Nissan	199,361	146,232
Mazda	83,418	86,383
Isuzu	56,071	—
Dodge Ram 50	—	34,523
Others	101,155	68,831
TOTAL	717,989	549,936

TOP CARS

U.S. registrations for Nine Months, 1985 vs. 1984 Oklahoma and New York, 1984, and Oklahoma, 1985, from manufacturers' sales records.

1985 Position			1984 Position
1—	1,204,339	Chevrolet	1,196,173 — 1
2—	1,063,100	Ford	949,806 — 2
3—	823,085	Oldsmobile	816,975 — 3
4—	660,386	Buick	690,538 — 4
5—	589,866	Pontiac	525,121 — 5
6—	420,411	Toyota	378,030 — 7
7—	413,118	Nissan	358,638 —10
8—	408,821	Mercury	387,946 — 6
9—	398,537	Honda	366,940 — 8
10—	338,706	Dodge	267,299 — 9
11—	284,234	Chrysler	236,887 —11
12—	258,102	Plymouth	210,377 —13
13—	226,262	Cadillac	230,060 —12
14—	143,859	VW	123,066 —15
15—	139,233	Mazda	121,484 —16
16—	122,073	Lincoln	105,774 —18
17—	117,113	Subaru	108,580 —17
18—	101,171	AMC	146,319 —14
19—	79,891	Volvo	75,249 —19
20—	66,773	Mercedes	55,090 —20
21—	66,434	BMW	51,114 —22
22—	57,775	Audi	51,585 —21
	255,690	Other Imports	191,542
	179	Misc. Dom.	211
	8,239,158	TOTAL	7,644,804

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
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MARKET SHARES

9 MONTHS
1985 VS. 1984

Make	1985 Market Share	1984 Market Share	Pct. Pt. Change 85 vs. 84
Chevrolet	14.61	15.65	−1.04
Ford	12.91	12.42	+0.49
Oldsmobile	9.99	10.69	−0.70
Buick	8.02	9.03	−1.01
Pontiac	7.16	6.87	+0.29
Toyota	5.10	4.95	+0.15
Nissan	5.01	4.69	+0.32
Mercury	4.96	5.08	−0.12
Honda	4.84	4.80	+0.04
Dodge	4.11	3.50	+0.61
Chrysler	3.45	3.10	+0.35
Plymouth	3.13	2.75	+0.38
Cadillac	2.75	3.01	−0.26
VW	1.75	1.61	+0.14
Mazda	1.69	1.59	+0.10
Lincoln	1.48	1.38	+0.10
Subaru	1.42	1.42	+0.00
AMC	1.23	1.91	−0.68
Volvo	0.97	0.98	−0.01
Mercedes	0.81	0.72	+0.09
BMW	0.81	0.67	+0.14
Audi	0.70	0.67	+0.03
Other Imports	3.10	2.51	+0.59
Misc. Dom.	0.00	0.00	−0.00
TOTAL	8,239,158	7,644,804	

Based on new-car registrations from R. L. Polk & Co. Oklahoma and New York, 1984, and Oklahoma, 1985, numbers from manufacturers' sales records.

Armstrong Rubber cancels plan to close plant

NEW HAVEN, Conn.—Armstrong Rubber Co. has canceled the previously announced closure of its tire manufacturing plant in Hanford, Calif.

The change in plans was in response to an endorsement and approval by the United Rubber Workers International Union of a plan negotiated by Hanford plant mangement and URW Local 703.

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factories list auction dates

American Motors

Dec. 3—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

Dec. 4—Metro Milwaukee Auto Auction, Caledonia, Wis.; Mid States Auto Auction, South Bend, and Kansas City Auto Auction, Kansas City.

Dec. 5—Bel Air Auto Auction, Bel Air, Md.; Fredricksburg Auto Auction, Fredricksburg, Va.; Todd Auto Auction, Telford, Pa.; Minneapolis North Star Auto Auction, Shakopee, Minn.; Northway Exchange, Clifton Park, N.Y.; Corry Auto Auction, Corry, Pa., and Evansville Auto Auction, Evansville, Ind.

Dec. 6—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Used Car Sales
Auction Averages

Nov. to date	$4,714
Month ago	$4,759
Year ago	$4,923

Model Breakdown
Auction Averages

	NOV 1985	OCT 1985	SEPT 1985
1985	$9,989	$9,706	$10,176
1984	$6,690	$6,891	$7,430
1983	$5,820	$6,047	$6,177
1982	$4,752	$4,870	$4,860
1981	$3,543	$3,591	$3,991
1980	$2,738	$2,896	$3,008
1979	$2,254	$2,404	$2,519
1978	$1,696	$1,765	$1,848
Overall Average	$4,714	$4,759	$4,883

Dec. 10—Arena Auto Auction, Chicago; D—A Auto Auction, New Stanton, Pa., and American Auto Auction, Walpole, Mass.

Dec. 11—Columbus Fair Auto Auction, Obetz, O., and Mid States Auto Auction, South Bend.

Dec. 12—Evansville Auto Auction, Evansville, Ind.

Dec. 17—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

Dec. 18—Metro Milwaukee Auto Auction, Caldonia, Wis.; Mid States Auto Auction, South Bend; Kansas City Auto Auction, Kansas City, and Columbus Fair Auto Auction, Obetz, O.

Dec. 19—Bel Air Auto Auction, Bel Air, Md.; Fredricksburg Auto Auction, Fredricksburg, Va.; Todd Auto Auction, Telford, Pa.; Minneapolis North Star Auto Auction, Shakopee, Minn.; Northway Exchange, Clifton Park, N.Y.; Corry Auto Auction, Corry, Pa., and Evansville Auto Auction, Evansville, Ind.

Dec. 20—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Dec. 24—Arena Auto Auction, Chicago.

Dec. 30—D-A Auto Auction, New Stanton, Pa.

Chrysler Corp.

Dec. 3—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summitt, Mo., and Florida Auto Auction of Orlando, Ocoee, Fla.

Dec. 4—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O.; Dallas Auto Auction, Grand Prairie, Tex., and South Seattle Auto Auction, Kent, Wash.

Dec. 5—Fredricksburg Auto Auction, Fredericksburg, Va., and Clanton's Auto Auction, Darlington, S.C.

Dec. 6—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Dec. 10—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich., and Golden Gate Auto Auction, Fremont, Calif.

Dec. 11—Concord Auto Auction, Acton, Mass.; Butler Auto Auction, Gibsonia, Pa.; Minneapolis Northstar auto Auction, Shakopee, Minn., and Sand Mountain Auto Auction, Boaz, Ala.

Dec. 12—Northway Exchange, Clifton Park, N.Y., and Indianapolis Auto Auction, Indianapolis.

Dec. 17—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Florida Auto Auction of Orlando, Ocoee, Fla.

Dec. 18—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O.; Dallas Auto Auction, Grand Prairie, Tex., and South Seattle Auto Auction, Kent, Wash.

Dec. 19—Fredricksburg Auto Auction, Fredricksburg, Va., and Clanton's Auto Auction, Darlington, S.C.

Dec. 20—St. Louis Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Dec. 3—Harrisburg Auto Auction, Harrisburg, Pa.

Dec. 4—Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

Dec. 5—Skyline Auto Exchange, Fairfield, N.J., and 166 Auto Auction, Springfield, Mo.

Dec. 11—Columbus Fair Auto Auction, Obetz, O.; Concord Auto Auction, Acton, Mass.; Salt Lake Auto Auction, Salt Lake City, and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Dec. 12—Southwest Auto Auction, Phoenix, and Dallas Auto Auction, Grand Prairie, Tex.

Dec. 17—South Seattle Auto Auction, Kent, Wash.

Dec. 18—Golden Gate Auto Auction, Fremont, Calif.

Dec. 19—Arena Auto Auction, Chicago; Big H Auto Auction, Houston, and Denver Auto Auction, Englewood, Colo.

General Motors

Dec. 3—Dallas Auto Auction, Grand Prairie, Texas.

Dec. 5—Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, and St. Louis Auto Auction, Bridgeton, Mo.

Dec. 10—Denver Auto Auction, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Dec. 11—Golden Gate Auto Auction, Fremont, Calif., and Hatfield Auto Auction, Hatfield, Pa.

Dec. 12—Nashville Auto Auction, Nashville, and Aptco Auto Auction, Taylor, Mich.

Dec. 17—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Dec. 18—Northstar Auto Auction, Shakopee, Minn.; Brasher's Southern California Auto Auction, Fontana, Calif.; Clanton's Auto Auction, Darlington, S.C.; Metro Auto Auction of Kansas City, Kansas City, and Indianapolis Auto Auction, Indianapolis.

BMW to homolgate Frankfurt show car

MUNICH.—BMW will build 5,000 units of the new 200-HP 3-Series M3 shown at the Frankfurt Motor Show.

They will be built during 1986 in preparation for an assault on the European sedan racing championship the following year.

Nissan to ship Mexican engines to U.S. plant

TOKYO.—Nissan Motor Co. announced that its wholly owned subsidiary in Mexico, Nissan Mexicana S.A., will supply engines, transmissions and other components to its assembly plant in the U.S. beginning next summer to reduce transportation costs.

Nissan said the Mexican facility will supply 1,600-cc engines for the Sentra, produced by Nissan Motor Mfg. Corp., U.S.A., in Smyrna, Tenn.

A Nissan spokesman said the move is part of the company's plan to systematically coordinate production units in the form of knockdown kits exported for assembly and sales in the U.S., Spain, Italy, Britain, Australia and Taiwan.

For now, the spokesman said, Nissan and its Mexican subsidiary will supply engines to Nissan Motor Mfg., enabling it to increase subcompact output to 10,000 units from the present 5,000 by 1987.

Malaysian cars headed for U.K.

KUALA LUMPUR, Malaysia.—The British Government reportedly will permit Malaysian car exports worth up to $47.49 million into England duty free.

The local New Straits Times said the Proton Saga, the first built-in-Malaysia car, will be sold in Britain by Proton Cars (U.K.), Ltd.

The Proton is produced jointly by Perusahan Otomobil National, which is supported by the Malaysian Government, and Japan's Mitsubishi Motors Corp. The engines and other major components are supplied by Mitsubishi.

99,127 units scheduled last week

Thanksgiving cuts auto output

By Kathy Boyer
Detroit Reporter

Because of the Thanksgiving holiday, estimated domestic auto production of 99,127 units last week fell 44.35 percent from the previous week's 178,138.

Last week's output was also 45.84 percent below the year-ago week's 183,027.

So far this year, 7,646,068 cars have been assembled, 4.90 percent more than the 7,288,848 completed last year at this point.

Last week's scheduled production was shared as follows: General Motors, 59.07 percent; Ford Motor Co., 19.19 percent; Chrysler Corp., 16.14 percent; Honda of America Mfg. Co., 1.91 percent; Volkswagen of America, 1.42 percent; New United Motor Mfg. Co., 1.15 percent, and Nissan Motor Mfg. Co., U.S.A., 1.12 percent.

American Motors' Kenosha plant was down last week for inventory adjustment. It is expected to resume operation today (Dec. 2).

UAW members at Chrysler's St. Louis No 2. assembly plant have ratified a new local agreement ending a strike which began Nov. 3 over local plant issues.

The plant resumed production Nov. 26.

The Oldsmobile 88 line at GM's Wentzville (Mo.) plant was down last week (Nov. 25) for paint conversion. Production of Buick Electra and Olds Ninety-Eight was unaffected.

Production of the front-wheel-drive Olds 88 is expected to resume at Wentzville around Jan. 8.

No Saturday overtime was reported last week due to the Thanksgiving holiday.

Jeep CJ-7 output to end; YJ production set for May

Continued from Page 1

its alleged propensity for rollover accidents. In its most recent 10K filing with the Securities and Exchange Commission, AMC acknowledged that it is a defendant in a large number of lawsuits "in which individual plaintiffs allege the existence of design and other defects and seek damages for personal injuries allegedly suffered when Jeep CJ vehicles overturned."

The company has incurred and expects to continue to incur "heavy expenses in the defense and resolution of such matters." However, AMC has denied that the arrival and design of the new YJ is related to CJ litigation.

Sources have said the YJ borrows styling cues from the relatively new Cherokee and Wagoneer models. The new Jeep will reportedly lose some of the starkness of its predecessor.

"With Jeep, we had a product that was rugged, durable and all those kinds of things," Dedeurwaerder said.

"Finally, we were narrowing down the number we could sell because we were going to just one very specific type of purchaser. What we are doing with YJ—and we did it with Cherokee, Wagoneer and Comanche—is trying to become more versatile.

"We don't want to take the good things (away) from the heritage of Jeep," he said. "But we want to make the car more acceptable for all the people that are not necessarily living in the West or living out in the middle of nowhere."

Dedeurwaerder said the YJ "will be like a CJ convertible."

"You can have a soft top, you can have a hard top," he said.

Phasing out CJ at Toledo will clear capacity for Jeep's Comanche pickup, which debuted this fall. Company officials have described the Toledo Jeep operations as "bulging at the seams."

The new Jeep YJ will be built alongside the AMC Eagle four-wheel-drive passenger car at the Brampton plant.

Union Pacific opens car center in Portland, Ore.

PORTLAND, Ore.—Union Pacific System has opened an automobile distribution center here.

Union Pacific calls it the largest auto distribution center in the Pacific Northwest. The project cost $7.7 million.

The company plans to bring in by rail vehicles built in the East and Midwest by General Motors, Chrysler Corp. and American Motors.

The autos and trucks are reloaded on highway carriers and delivered to dealers in Oregon, Washington, Idaho and Montana.

Operations of the 45-acre auto center are handled by Ricketts Auto Terminal Services, Transport Storage and Distribution Co. and Convoy Co.

Japanese mobile phones subject to dumping duties

WASHINGTON.—The U.S. Customs Service will collect anti-dumping duties on imported Japanese cellular mobile telephones due to a final determination by the U.S. International Trade Commission that the Japanese equipment is materially injuring the U.S. cellular phone industry. The mobile telephones are used almost exclusively in automobiles.

The 4-1 vote followed an earlier International Trade Commission finding that Japanese mobile phone manufacturers were dumping their products in the U.S., that is, selling them for less here than in their home market.

Holiday drops truck production from 6-year high

U.S. truck makers pegged last week's output at 45,062 units, down 42.69 percent from the previous week's 78,632 because of the Thanksgiving holiday.

The prior week's production was the highest of any week since the week ended May 19, 1979, when 81,851 trucks were assembled.

Last week's scheduled production was 35.54 percent below the year-ago week's 69,903.

So far this year, 3,067,734 trucks have been assembled, 5.71 percent more than the 2,902,117 units completed last year at this point.

No Saturday overtime was scheduled during the holiday week.

Canadian cars pass one million; 16 days early

Canadian car makers built their one-millionth car last Friday (Nov. 29)—16 days ahead of 1984.

So far this year, 1,004,023 cars have been assembled, 3.55 percent more than the 969,622 completed last year at this point.

Last week's estimated production of 26,584 cars was the best output of any week since the week ended May 14, 1983, when 27,994 cars were assembled.

The scheduled build last week was 5.19 percent more than the previous week's 25,272 and 31.27 percent more than the year-ago week's 20,252.

Canadian truck makers estimated production of 18,837 units last week, down 1.92 percent from the previous week's 19,205, but 4.91 percent more than the year-ago week's 17,955.

Year-to-date, 761,796 trucks have been assembled, 1.61 percent more than the 749,724 completed last year at this time.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 30, 1985	Week Ended Dec. 1, 1984	Week Ended Nov. 23, 1985	Nov. Est.	Jan. 1 to Dec. 1, 1984	Jan. 1 to Nov. 30, 1985
AMERICAN MOTORS	410	610	0	853	21,128	10,493
FORD MOTOR	11,549	10,947	10,741	44,453	413,086	459,719
GENERAL MOTORS	14,400	8,470	14,306	57,839	525,733	524,456
VOLVO	225	225	225	897	9,675	9,355
Total Cars, Canada	26,584	20,252	25,272	104,042	969,622	1,004,023

U.S. TRUCK PRODUCTION*

	Week Ended Nov. 30, 1985	Week Ended Dec. 1, 1984	Week Ended Nov. 23, 1985	Nov. Est.	Jan. 1 to Dec. 1, 1984	Jan. 1 to Nov. 30, 1985
CHEVROLET	14,013	22,282	24,295	88,176	911,986	1,030,705
DODGE	2,700	5,523	5,547	19,406	197,190	196,647
FORD	16,714	26,446	30,464	108,977	1,108,006	1,069,488
GMC	4,017	6,835	7,072	26,254	300,144	321,039
INTERNATIONAL	897	1,573	1,486	5,520	70,121	66,658
JEEP	3,375	3,765	5,643	21,813	171,976	199,542
NISSAN	1,296	2,429	2,075	8,284	92,284	96,872
AM GENERAL	50	50	50	210	2,410	2,230
MISCELLANEOUS	2,000	1,000	2,000	8,400	48,000	84,553
Total Trucks, U.S.	45,062	69,903	78,632	287,039	2,902,117	3,067,734

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 30, 1985	Week Ended Dec. 1, 1984	Week Ended Nov. 23, 1985	Nov. Est.	Jan. 1 to Dec. 1, 1984	Jan. 1 to Nov. 30, 1985
CHRYSLER	9,080	8,564	9,303	36,948	339,125	352,483
FORD	3,581	3,674	3,624	15,179	144,907	146,870
GENERAL MOTORS	5,976	5,717	6,081	26,058	258,183	253,203
INTERNATIONAL	200	0	197	843	7,509	9,240
Total Trucks, Canada	18,837	17,955	19,205	79,029	749,724	761,796
N. American Trucks	63,899	87,858	97,837	366,068	3,651,841	3,829,530

*—Includes window van production. **—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR PRODUCTION

	Week Ended Nov. 30, 1985	Week Ended Dec. 1, 1984	Week Ended Nov. 23, 1985	Nov. Est.	Jan. 1 to Dec. 1, 1984	Jan. 1 to Nov. 30, 1985
AMERICAN MOTORS	0	4,869	2,273	8,448	177,264	105,625
Renault Total	0	4,869	2,273	8,448	177,264	105,625
Alliance	0	2,909	1,830	6,667	101,698	69,724
Encore	0	1,960	443	1,781	75,566	35,901
CHRYSLER CORP.	16,000	29,199	26,173	107,036	1,165,033	1,179,631
Plymouth Total	4,400	8,767	7,723	32,356	354,488	342,432
Horizon	1,700	3,405	3,131	12,959	150,823	131,740
Reliant	1,900	3,400	3,250	13,992	162,308	151,302
Caravelle	700	1,357	1,342	5,239	21,332	45,083
Gran Fury	100	605	0	165	20,025	14,307
Chrysler Total	5,400	9,104	7,876	32,375	375,068	386,049
LeBaron	1,700	2,318	2,719	10,719	108,695	88,119
LeBaron GTS	1,500	1,457	2,791	10,772	6,034	92,583
Laser	700	1,387	1,082	4,398	66,433	49,014
New Yorker/E-Class	800	1,516	1,284	5,343	85,300	60,224
Fifth Avenue	700	2,426	0	1,142	108,606	96,109
Dodge Total	6,200	11,328	10,574	42,304	435,477	451,150
Omni	1,700	2,815	3,065	12,254	137,895	126,968
Aries	1,800	3,249	3,079	11,605	133,801	126,030
Daytona	600	1,180	1,076	4,265	49,941	44,353
Dodge 600	900	1,575	1,441	6,683	70,058	61,482
Lancer	1,000	1,264	1,913	7,191	4,977	63,210
Diplomat	200	1,245	0	307	38,805	29,107
FORD MOTOR	19,024	41,326	35,464	128,940	1,661,596	1,532,945
Ford Division	12,402	25,565	23,623	84,762	1,074,218	1,028,917
Escort	4,442	6,977	8,620	30,464	323,030	320,531
Mustang	2,286	3,625	4,695	16,096	129,660	172,729
LTD	0	4,507	0	4,284	210,825	184,449
Taurus	1,238	0	1,780	5,148	0	6,039
Thunderbird	1,605	2,690	3,190	11,290	137,537	159,666
Crown Victoria	0	2,365	0	0	79,553	7,122
EXP	0	1,118	0	0	39,586	3,863
Tempo	2,831	4,283	5,338	17,479	154,027	174,518
L-M Division	6,622	15,761	11,841	44,178	587,378	504,028
Mercury Total	4,436	11,704	8,191	29,758	430,012	351,981
Lynx	1,162	1,305	2,250	8,016	64,110	69,557
Capri	464	411	595	1,884	17,010	18,048
Marquis	0	3,177	0	1,265	112,544	84,073
Sable	349	0	511	2,175	0	2,675
Cougar	2,012	3,254	3,934	13,529	108,810	121,543
Grand Marquis	0	1,853	0	0	85,096	7,915
Topaz	449	1,704	901	2,889	42,442	48,170
Lincoln Total	2,186	4,057	3,650	14,420	157,366	152,047
Continental	306	733	511	2,017	34,033	23,735
Lincoln	1,642	2,873	2,737	10,817	98,993	111,510
Mark VI/VII	238	451	402	1,586	24,340	16,802
GENERAL MOTORS	58,551	103,061	105,534	389,775	4,088,046	4,513,976
Buick Total	12,394	25,597	21,235	80,679	923,239	941,289
Skylark	0	3,495	0	0	101,671	40,953
Skyhawk	1,966	1,766	3,408	12,706	121,986	102,700
Somerset	963	2,364	1,388	5,875	22,605	112,782
Century	3,944	6,470	8,047	29,514	213,576	277,152
Regal	1,616	2,996	2,547	10,020	165,823	127,500
LeSabre/Electra (rwd)	132	4,813	391	2,061	192,888	95,870
LeSabre (fwd)	988	0	1,079	3,935	0	6,584
Riviera	344	1,430	205	957	49,268	47,098
Electra (fwd)	2,441	2,263	4,170	15,611	55,422	130,650
Cadillac Total	3,881	8,480	6,155	23,910	305,709	307,709
Cimarron	339	188	617	2,560	14,710	25,552
Seville	259	918	147	744	36,003	28,652
Eldorado	372	1,865	208	1,006	70,991	53,726
Cadillac (rwd)	504	1,830	751	3,220	104,521	37,280
DeVille (fwd)	2,407	3,679	4,432	16,380	79,484	162,499
Chevrolet Total	19,665	30,705	35,838	133,219	1,371,017	1,519,291
Chevette	1,389	2,830	2,886	10,083	163,692	143,489
Cavalier	5,262	8,671	10,196	38,904	373,517	459,508
Celebrity	3,070	6,014	6,324	21,894	263,295	247,767
Camaro	2,952	4,636	5,008	18,822	212,893	199,911
Citation	0	1,897	0	0	97,501	28,697
Malibu/El Camino	0	702	0	0	22,324	1,199
Monte Carlo	1,538	1,046	2,587	9,786	91,741	129,124
Chevrolet	4,854	3,888	7,837	29,943	113,530	266,257
Corvette	600	1,021	1,000	3,788	32,524	43,339
Oldsmobile Total	12,229	27,396	23,555	84,748	995,214	1,089,491
Omega	0	0	0	0	29,289	0
Firenza	667	1,747	1,299	4,666	63,674	58,511
Cutlass Supreme	3,079	5,646	5,182	19,950	239,459	219,316
Cutlass Ciera	3,940	6,058	7,818	27,334	231,775	330,403
88/98 (rwd)	559	6,670	634	2,641	292,833	166,260
88 (fwd)	0	0	2,436	6,162	0	12,951
Olds 98	1,674	3,406	3,003	11,327	72,662	134,560
Calais	2,067	2,798	3,033	11,973	24,013	139,561
Toronado	243	1,071	150	694	41,509	28,469
Pontiac Total	10,382	10,883	18,751	67,219	492,867	656,196
Acadian**	0	175	782	2,459	13,442	17,241
2000 Sunbird	1,656	2,381	3,496	12,212	129,632	132,435
1000	771	544	1,536	5,344	36,869	32,911
Firebird	1,620	2,532	2,680	10,075	100,604	106,339
Phoenix	0	0	0	0	14,116	0
6000	815	0	1,636	5,996	0	52,055
Grand Prix/Bonneville	0	0	0	0	29,733	0
Parisienne	1,671	2,032	2,629	10,313	44,866	82,956
Fiero	1,428	1,265	2,404	6,753	107,460	101,933
Grand Am	2,421	1,954	3,588	14,068	16,145	130,326
HONDA	1,890	3,102	2,609	11,209	127,673	134,693
NISSAN	1,112	0	1,816	6,200	0	37,683
NUMMI*	1,140	0	1,900	7,220	0	51,089
VOLKSWAGEN	1,410	1,470	2,369	8,907	69,236	90,426
TOTAL CARS, U.S.	99,127	183,027	178,138	667,734	7,288,848	7,646,068
TOTAL CARS, CANADA	26,584	20,252	25,272	104,042	969,622	1,004,023
N. American Cars	125,711	203,279	203,410	771,776	8,258,470	8,650,091
N. American Trucks	63,899	87,858	97,837	366,068	3,651,841	3,829,530
North American Cars and Trucks	189,610	291,137	301,247	1,137,844	11,910,311	12,479,621

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.